



“Ex-Im Bank is a valued partner in growing GE Healthcare’s export sales of premium diagnostic imaging equipment to developing countries where financing is required.”

Joe Hogan
President and CEO
GE Healthcare

GE Healthcare is a world-renowned provider of medical technologies that are shaping a new age of patient care across the globe. Yet even a company of GE Healthcare’s size can benefit from Ex-Im Bank’s support in emerging markets where commercial banks and other private sources do not provide trade financing without the Bank’s support. Ex-Im Bank’s financing also helps provide an equal footing for U.S. companies such as GE Healthcare that face strong competition from European and Asian manufacturers that are supported by their governments.

Ex-Im Bank’s medium-term and long-term loan guarantees and medium-term insurance cover 100 percent of commercial and political risks on up to 85 percent of the U.S. content of the contract. With this support, commercial lenders are more willing to extend financing to international buyers in higher-risk markets.

Ex-Im Bank’s Medical Equipment Initiative enables U.S. healthcare equipment exporters to offer longer (up to seven-year) repayment terms, local cost funding and alternative credit criteria that provide much needed flexibility for sales to international buyers. (See sidebar.)

In fiscal year 2005, Ex-Im Bank authorized over \$25 million in financing to international buyers of GE Healthcare’s medical equipment. In the past year alone, GE

Healthcare has used Ex-Im Bank’s medium-term financing to support its equipment sales to buyers in markets as diverse as Turkey, India, and Trinidad and Tobago.

GE Healthcare is a unit of General Electric Company (NYSE: GE) that consists of six business units, four of which are based in Wisconsin and employ over 6,700 workers. GE Healthcare offers a broad range of medical imaging and information technologies, medical diagnostics, patient monitoring systems, performance improvement, drug discovery, and biopharmaceutical manufacturing technologies to help clinicians around the world to diagnose, inform and treat their patients.

Photos courtesy of GE Healthcare



Helping U.S. Companies Export Medical Equipment to Developing Markets

Ex-Im Bank’s Medical Equipment Initiative offers solutions to help U.S. companies export medical equipment and services to international buyers, particularly in developing markets. The program covers commercial and political risks and includes creative financing structures and enhanced coverage.

Under the program, eligible international borrowers are either established companies in higher-risk markets or newly formed companies that otherwise do not have a sufficient credit history to qualify for financing.

Coverage is provided through a standard medium-term insurance policy or loan guarantee. Support can include the following enhanced features: coverage of local costs (including import and similar duties), repayment terms of up to seven years for contracts valued at \$350,000 and above, capitalization of interest when the construction or installation period of the project is extended, and flexibility regarding alternative credit criteria. Ex-Im Bank will consider eligible transactions of any size for the program.

Left: Alexandre Mbambanyi completes the electrical assembly of a bone-mineral-density scanner at the GE Healthcare Lunar manufacturing facility in Madison, Wis.

Above: GE Healthcare Lunar Lean Team members review the arm lift fixture to improve ergonomics when removing and packing the bone-mineral-density scanner at the GE Healthcare Lunar manufacturing facility in Madison, Wis. *Left to right:* Roger Owens, production associate; Andrew Seitz, business team leader; Dale Sukow, manager, facilities/EHS; and Greg Hansen, manufacturing engineering technician.